



# JUNE 2003 NEWSLETTER

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## BRIGHT IDEAS:



### Brentwood, CA

For hard to come by sizes of kid's clothes (or specialty items) Sharon is taking clothes in with stains and pricing it at \$1.00. She then gives the appropriate credit or cash amount based on a \$1.00 retail price. She let's the customer know what she is doing, and gives them the choice of taking it home or letting her to try to get the stain out. She washes the item(s) at home in hot water with 5 scoops of OXY clean per load. She is having very good results getting out the stains and is then able to sell the items at regular price. If the stain does not come out fully, she places it on the dollar rack and doesn't lose any money. Great idea!

### Oklahoma City, OK

When Michelle heard that Paula had MS in the last newsletter, she was reminded that one of her employees has MS as well. They organized a O-MO MS walking team comprised of around 25 employees and customers. Within 3 months they raised around \$2,200 (\$900 of which came from a garage sale) They received 4 different awards from the MS society and had 2 articles printed about them in the local paper! They will send us copies and we will put them in the next newsletter. Nice!

**This month certificate goes to Brentwood, CA for her elbow grease idea.**

## GRAPEVINE:



Congratulations to Jim and Sandy from the Tacoma store! They are getting married this Sunday!! Jim says they are not spring chicken's any more (they are somewhat younger than Cole and I) and besides they already have a "baby" together—they have been co-owners of the Tacoma store for a couple of years now. They

both work for the police department, but Sandy would like to spend more time with her store (She loves that "baby") We are very happy for them.

## SHOP NEWS:



Oklahoma City, OK made the top 5 finalist for "Reader's Choice" in consignment stores. It is a once-a-year event where the readers vote on favorite Italian restaurant, movie theater, etc. The winner will be announced in July. Good luck, we know you deserve to win!

## TIME TICKLERS:



June to the middle of July will be will be pink tags, the dark pink or red tags through August. The end of July will be those quarterly taxes again. 941's etc.

## OPPORTUNITIES:



We had a favorable response to the first group buying effort with our new wholesaler. We were able to put together an order of 50 Yakima back-packs for a fabulous price of \$35 each. They are new and fancy and should easily sale for \$79.99 each. Most of our purchases from them will be smaller ticket items such as socks and clothing. They have lots of items we may be able to use for promotional drawings or OMO chip prizes as well.

Contact us by e-mail for the next 3 weeks and we will respond as quickly as possible ([omhead@ix.netcom.com](mailto:omhead@ix.netcom.com)) Sherena will be able to answer store-related (pricing questions, etc) at the Valley Other Mothers 888-467-5133. Her home phone is 208 773-6754

**Thanks for your great responses to the monthly phone calls. We hope you like this plan, and have your price updates ready along with news and ideas for our monthly letter. Together we get stronger and consistently improve!**